



# R&D&I Cluster projects GreenWin

GreenWin – Catalisti Matchmaking event – 28.09.2018



# Walloon innovation clusters



> **Who?** Innovation clusters in Wallonia

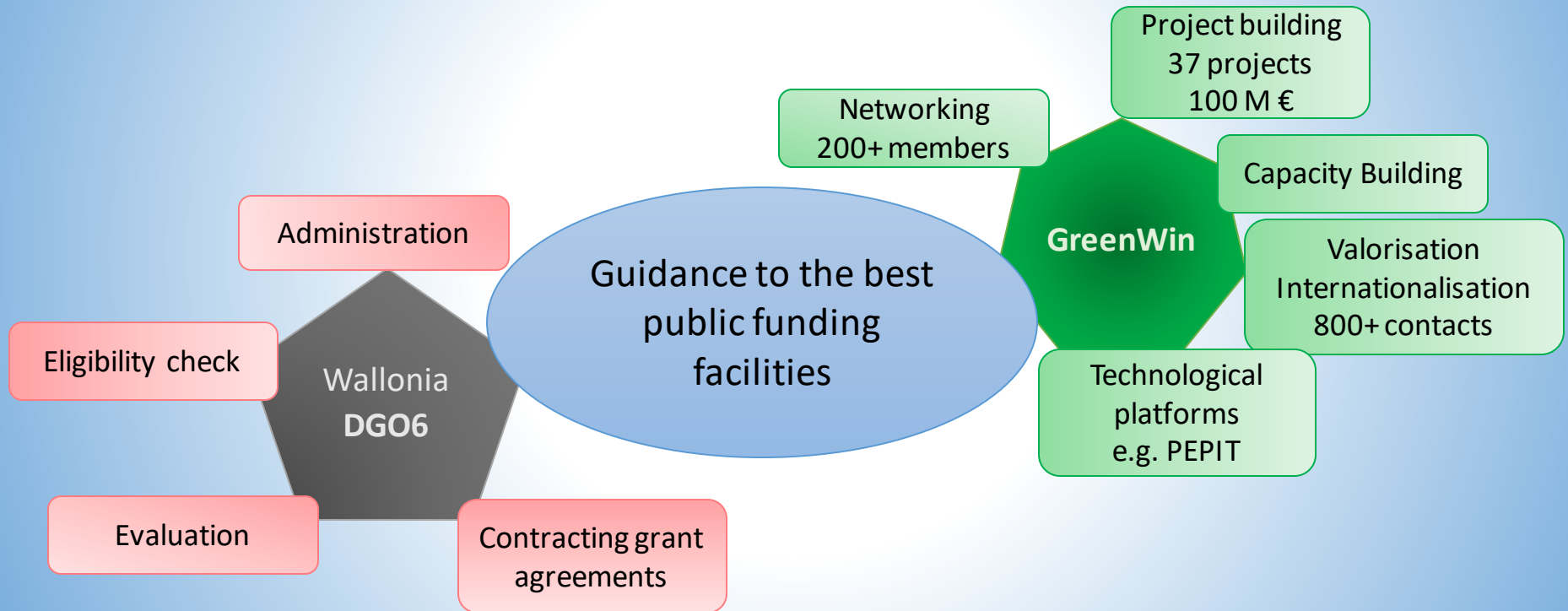
> **What?** Contribute to the Walloon industry growth, through fostering innovation



> **How?** Networking, innovation & investment projects (set-up and writing), capacity building, valorisation, internationalisation and technological platforms



# DGO 6 & GreenWin Synergies

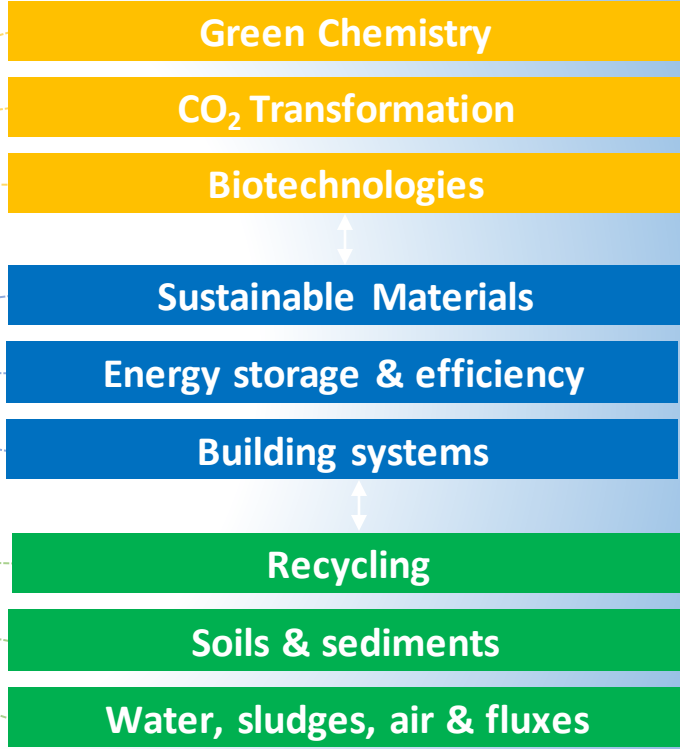
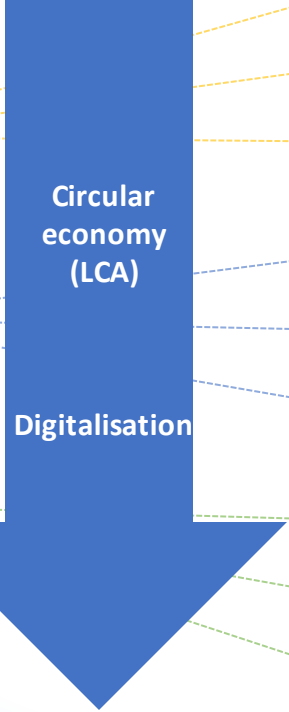


# GreenWin

2 S&T CROSS TECH FIELDS

3 APPLICATION SECTORS

9 DOMAINES ACTIVITÉS STRATÉGIQUES



# Cluster projects – basic rules

- > Collaborative
- > Innovative (products/processes/services)
- > Industry-driven, market oriented & economically sustainable
- > Members of consortium = GW members

# Cluster projects – ID card

**Objective** Development of innovative processes/products/services, exploitable for economic gain

**Consortium**



**Eligible activities** Research & Development → Pilot scale

**Project duration** 2 – 4 y (Time to market 3-5 y after the project ending)

**Budget averages** 800.000 to 10.000.000 € / project

**Funding rate** 40 to 100% funding

**Balance in funding** no partner gets more than 75% of the budget

**Industrial commitment :** At least 30% of the budget

# Cluster projects – funding rates (%)

Research		Development	
SE	S 80	SE	S 60 / RA 75
ME	S 75	ME	S 50 / RA 65
LE, NAE	S 65	GE, NAE	S 40 / RA 55
Uni, HS	S 100	Uni, HS	S 100
RTO	S 85	RTO	S 85

# Cluster project - Agenda

> 3 calls/year

> Rather long process (Stage gate)



## Orientation

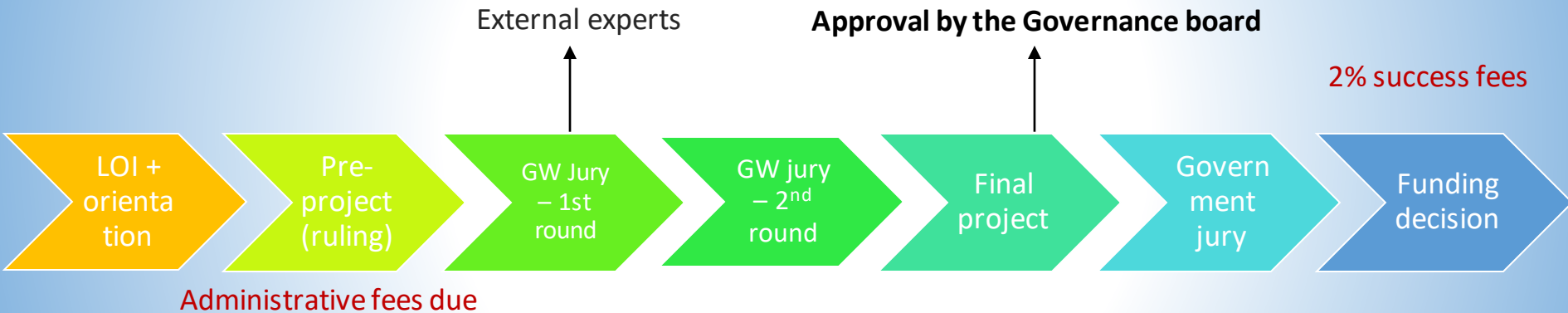
- Finding partners
- Challenge idea
- Proofread
- Business case



# Cluster project - Agenda

> 3 calls/year

> Rather long process (Stage gate)



# Cluster project - Agenda

## Draft project

- > Project form – 60 pages
- > IP analysis & freedom-to-operate
- > Market study
- > Budget + workplan (Gantt)



## Final project

- > Idem with improvements
- > Consortium agreement
- > Annexes

# Cluster project - Agenda

## Government jury & decision

- > Selection among all (6) clusters projects
- > Mostly assess the economic impact for the Region



### > 3 possible outcomes:

- R1 – OK
- R2 – OK under conditions
- R3 – KO

# During and after the project

- > Milestones preparation
- > Project monitoring (KPI)
- > Valorisation – exploitation (post-project)

Retroplanning	First call	Second call
<b>Funding decision</b>	<b>July 2019</b>	<b>November 2019</b>
Submission to Government jury	March 2019	June 2019
GW jury (2 <sup>nd</sup> round)	Mid-March 2019	End of May 2019
GW jury (1st round)	Mid-February 2019	Beginning May 2019
<b>Deadline for full proposal</b>	<b>January 28<sup>th</sup> 2019</b>	<b>April 29<sup>th</sup> 2019</b>
Pre-project (ruling)	End of 2018	Winter 2018-2019

# GreenWin project team

**Emilie Etoundi**



*International Projects Manager*

[emilie.etoundi@greenwin.be](mailto:emilie.etoundi@greenwin.be)

Mobile : +32 474 52 19 80

**Frédéricq Peigneux**



*Senior Project & Business Development  
Manager*

[fredericq.peigneux@greenwin.be](mailto:fredericq.peigneux@greenwin.be)

Mobile : +32 475 87 23 81

**Leslie Descamps**



*Innovation Project Manager*

[leslie.descamps@greenwin.be](mailto:leslie.descamps@greenwin.be)

Mobile : +32(0)497 810 626

## Thank you !

GreenWin – Catalisti Matchmaking event – 28.09.2018

